

Name:

Enrolment No:



UNIVERSITY OF PETROLEUM AND ENERGY STUDIES

End Semester Examination, May 2019

Course: Introduction to Psychology (HRES 1002)

Programme : B. Com. (Honours, Taxation, Banking & Insurance) – Elective Paper

Semester: II

Time: 03 hrs.

Max. Marks: 100

No of Pages- 4

Instructions: Section 'A' is for 20 marks. In section 'A', attempt **all** statements in question 1 as instructed, each statement carries 2 mark. Section 'B' is for 20 marks. In section 'B', attempt **four** questions each question carries 5 marks. Section 'C' is for 30 marks. In section 'C', attempt **all** questions each question carries 10 marks. Section 'D' is for 30 marks. In section 'D', attempt **all** questions each question carries 15 marks.

SECTION A

S. No.		Marks	CO								
Q 1	Attempt all questions. Each carries 2 mark. (Support your answer by writing justification for your choice)	20	CO1								
	<p>1. is the ability to learn from experience, solve problems and use knowledge to adapt to new situations.</p> <p>2. The Father of psychology was</p> <p>a) William Wundt</p> <p>b) Ivan Maslov</p> <p>c) William James</p> <p>d) Carl Lewis</p> <p>3. L.L Thurstone gave 36 different types of tests to people and found 8 clusters of primary abilities. (T/F)</p> <p>4. Emotion is our body's adaptive response. (T/F)</p> <p>5. Match the following :</p> <table><tr><td>a. Spearman</td><td>i) Watson</td></tr><tr><td>b. Psychoanalytical school</td><td>ii) Agreed to Multiple Intelligence theory.</td></tr><tr><td>c. behaviorism school</td><td>iii) g-Intelligence</td></tr><tr><td>d. Sternberg.</td><td>iv) Sigmund Freud</td></tr></table>	a. Spearman	i) Watson	b. Psychoanalytical school	ii) Agreed to Multiple Intelligence theory.	c. behaviorism school	iii) g-Intelligence	d. Sternberg.	iv) Sigmund Freud		
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b. Psychoanalytical school	ii) Agreed to Multiple Intelligence theory.										
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d. Sternberg.	iv) Sigmund Freud										

	<p>6. gave the concept of g-intelligence.</p> <p>a) Charles Spearman. b) S. Spearman c) Charles Dunkin. d) Carl Spearman.</p> <p>7. Theory of Multiple Intelligence was propounded by</p> <p>a) Robert Sternberg. b) Howard Grandner. c) Howard Gardner. d) L.L Thurstone.</p> <p>8. Two- Factor Theory was propounded by</p> <p>a) Stanley Schachter and Jerome Singer. b) Stanley Howard and Jerome Grandner. c) Walter Cannon and Philip Bard. d) William James and Carl Lange.</p> <p>9. Memory is the process of maintaining information over time.</p> <p>a) Matlin b) Robert Sternberg. c) Charles Dunkin. d) Carl Spearman.</p> <p>10. Information must pass through two temporary storage buffers (stores), before it can be placed into more permanent storage, and then retrieved for later use.</p> <p>a) Stanley Schachter and Jerome Singer Model. b) Stanley Howard and Jerome Grandner Model. c) Walter Cannon and Philip Bard Model. d) Atkinson and Shiffrin Model.</p>		
SECTION B			
Q 2.	Enlist various steps in the process of Psychology.	5	CO2
Q 3.	Enlist Various Schools or Waves of Psychology.	5	CO2

Q 4.	Define Learning. Enlist various theories of Learning.	5	CO2
Q 5.	Define Perception. Enlist various steps of Perception process.	5	CO2
Q 6.	Enlist the levels of Maslow's Need Hierarchy Theory.	5	CO2
SECTION-C			
Q 7.	<p>Hypothesis: The success of students in Psychology course can be increased, by the use of practical exposure to problems along with theoretical understanding.</p> <p>Experiment: The class of 12 students is divided in to two groups of 6 each. Groups which are equal to each other in terms of age, intelligence, education . The groups are labelled as - Group A and Group B.</p> <p>Treatment: Ms Clarie taught Psychology to both the group ; she covered same theory in both the groups i.e the same instructor, teaches the same Psychology topic to each group. The students in Group A are taught theoretical concept with practical activity, whereas the students in Group B do not receive any practical activity exposure.</p> <p>Outcome: A couple of days later the same test is given to both groups, and the results show that students in Group A (taught with practical support to theoretical concept) are more successful than the students in group B (taught only theoretical concept)</p> <p>Answer the following questions based on the above background .Justify your answer with related theory supporting your answer:</p> <ol style="list-style-type: none"> 1. Dependant variable is(2.5 marks) 2. Independant variable is (2.5 marks) 3. The Experimental group is... (2.5 marks) 4. The Control group is... ,,,,,, , (2.5 marks) 	10	CO3
Q 8.	<ol style="list-style-type: none"> 1. Define g-Intelligence. (3 marks) 2. Define Intelligence Test. (3 marks) 3. What are the multiple intelligence that Gardner claims? (4 marks) 	10	CO3
Q 10.	<p>Draw ABC model of attitude for the examples given below:</p> <p>Example:</p> <ul style="list-style-type: none"> ○ From heart, I love singing. ○ I am going to get to my rehearsals early with a smile on my face. ○ Singing is my hobby and interest. 	10	CO3
SECTION D			
Q11.	<p>Explain the three stages involved in remembering information in the light of following example:</p> <p>Example: You look at your professor's phone number on the syllabus because you have a question about an assignment. As you look at the number, you are using visual coding. If you say the number to yourself a couple times as you reach for the phone, you are coding acoustically as well. You might notice that the phone number is just one digit off from an old number your parents used to have when you were younger,</p>	15	CO4

	<p>and you think about how slim the odds are of something like this happening. The words that you use in your self-talk give meaning to the number, so you have also used semantic coding. The groundwork for remembering your professor's phone number is in place.</p>		
Q12.	<p>Ramesh has forgotten the term for the undermentioned definitions. Help Ramesh in identifying the terms; after completing the definition match them with the below mentioned cases: (3*5=15)</p> <p>(1) refers to the extent to which the same person behaves in the same way in different situations.</p> <p>(2)-it means behaving in the same fashion as others behave in the same situation under the same circumstances.</p> <p>(3)is if a person behaves in the same way in different situations that behavior is viewed as consistently similar i.e the individual's reaction must be same or nearly so.</p> <p>Case 1: Mr. Mohan has been working as a recovery manager in Central Bank since 1974 and the recovery performance has been consistently below average .Mr Naveen of Research and Development Deptt. of NATCO Pharma Ltd. has been consistently developing innovative products. Thus, the performance of Mr Mohan and Mr Naveen have been though it is positive in latter and negative in former case.</p> <p>Case 2: Mr Chaitanya of Wadia industries ltd. performed his job as marketing manager extremely well. When the employee's morale came down Mr Chaitanya was then transferred to HRM department; Where he performed extremely well. Thus, he did his job with same level of performance in different situations. This is called.....</p> <p>Case 3: Mr. Phani kumar of TELCO took his subordinate immediately and admitted him in emergency ward of the company hospital when the latter met with an accident in the factory. Thus Mr. Phani behaved as others would have behaved in such situation this is called.....</p>	15	CO4

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SECTION A

S. No.		Marks	CO
Q 1	Attempt all questions. Each carries 2 mark. (Support your answer by writing justification for your choice)	20	CO1
	Define the following terms: a) Psychology b) Personality c) Perception d) Memory e) Learning f) Intelligence g) Motivation h) Attitude i) Emotion j) Thinking		

SECTION B

Q 2.	What is g-intelligence? Or What is intelligence test?	5	CO2
Q 3.	Briefly Explain the Maslow's Need Hierarchy Theory.	5	CO2
Q 4.	Enlist various steps in the process of Psychology.	5	CO2
Q 5.	Two points of difference between Short term and Long term Memory. Or Classical Conditioning theory of Learning.	5	CO2

SECTION-C			
Q 7.	Outline the basic schools of psychology. How each school has contributed to psychology?	10	CO3
Q 8.	Explain Tri Component or ABC (Affect, Behaviour, and Cognition) Model of Attitude by drawing ABC Model for an example.	10	CO3
Q 10.	Explain the three stages in the process of Memory for remembering information.	10	CO3
SECTION D			
Q11.	Explain two-factor theory of Emotion with example.	15	CO4
Q12.	Explain the following in the light of Attribution Theory with example: a) Consistency b) Consensus c) Distinctiveness	15	CO4